

FAX# 703 528 7880  
CREDIT RISK !!!  
HARRIS REPORT FROM REP OCT30/12 18.32  
\*\*CHANGES\*\* \*\*\* WFTV-TV \*\*\*

REP. # \_\_\_\_\_ OFF. # 6556 SALESMAN # \_\_\_\_\_  
BUYER NAME KATIE KEULEMAN

BUYER NAME	KATIE KEULEMAN
SALES PRSN	WA- JOE KNAUER

ORDER # \_\_\_\_\_ CONTRACT # 6144824 \_\_\_\_\_

	CLASS: NATL.	LOCAL	REGIONAL
--	--------------	-------	----------

PRDCT	DCCC	EST#1192	COMMENTS: (LINE, ORDER, INVOICE)
-------	------	----------	----------------------------------

FLIGHT DATES OCT30/12 NOV6/12 WK-2

CITY TAX \_\_\_\_\_ STATE TAX \_\_\_\_\_ CO-OP BILLING NEEDED \_\_\_\_\_ DATE OCT30/12 18.32

STA =

CON CM \*\*\*\*\* THIS IS A CASH IN ADVANCE SCHEDULE \*\*\*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
:	:	:	:	:	:	:	:	:	:	:	:	:
:	:	:	:	:	:	:	:	:	:	:	:	:

AGENCY ADVERTISER CODE =  
 AGENCY PRODUCT CODE =  
 AGENCY EST# = 1192

PROGRAM : GMA

60	A	500A-530A	30	\$1,000.00	11/6	1	TUE	1
----	---	-----------	----	------------	------	---	-----	---

PROGRAM : NEWS  
ORD COM1 : WE CAN OFFER  
THIS IS A MAKE-GOOD FOR OCT31 ON LINE-7 FOR 4 SPOTS/WK  
THIS IS A MAKE-GOOD FOR NOV4 ON LINE-25 FOR 1 SPOT/WK  
THIS IS A MAKE-GOOD FOR OCT31 ON LINE-28 FOR 3 SPOTS/WK  
THIS IS A MAKE-GOOD FOR NOV2 ON LINE-30 FOR 2 SPOTS/WK

REP: TEL# 703 528 7800 FAX# 703 528 7880  
CREDIT ADVISORY: AGENCY CREDIT RISK !!  
ORDER WORKSHEET HARRIS REPORT FROM REP  
\*\*\*CHANGES\*\*\* OCT30/12 18.32  
\*\*\* WFTV-TV \*\*\*

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
61	A		600A-700A	30		\$2,750.00	11/5	11/5	1		MON	1
PROGRAM : NEWS ORD COM1 : WE CAN OFFER PART OF A MAKEGOOD MADE UP OF LINES 60-63												
62	A		600A-700A	30		\$2,750.00	11/6	11/6	1		TUE	1
PROGRAM : NEWS ORD COM1 : WE CAN OFFER PART OF A MAKEGOOD MADE UP OF LINES 60-63												
63	A		830P-1130P	30		11000.00	11/3	11/3	1		SAT	1
PROGRAM : FBALL ORD COM1 : WE CAN OFFER PART OF A MAKEGOOD MADE UP OF LINES 60-63												
64	A		1130P-1205A	30		\$2,500.00	11/3	11/3	1		SAT	1
PROGRAM : NEWS AFTR FBALL ORD COM1 : WE CAN OFFER THIS IS A MAKE-GOOD FOR NOV1 ON LINE-7 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR NOV1 ON LINE-19 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR OCT31 ON LINE-30 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR OCT31 ON LINE-32 FOR 1 SPOT/WK THIS IS A MAKE-GOOD FOR NOV4 ON LINE-56 FOR 1 SPOT/WK												
65	A		600P-700P	30		\$3,750.00	11/4	11/4	2		SUN	2
PROGRAM : NEWS ORD COM1 : WE CAN OFFER PART OF A MAKEGOOD MADE UP OF LINES 64-67												
66	A		500A-600A	30		\$850.00	11/4	11/4	1		SUN	1
PROGRAM : NEWS ORD COM1 : WE CAN OFFER PART OF A MAKEGOOD MADE UP OF LINES 64-67												
67	A		600A-900A	30		\$2,000.00	11/4	11/4	1		SUN	1
PROGRAM : NEWS ORD COM1 : WE CAN OFFER PART OF A MAKEGOOD MADE UP OF LINES 64-67												

```

# 703 528 7880
!
FROM REP      OCT30/12 18.32
**CHANGES**  *** WFTV-TV ***

```

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
19	S		1200N-100P	30		\$750.00	10/30	11/2	9		TU-F	9
PROGRAM : EYEWITNESS NOON NEWS												
25	S		1200N-1230P	30		\$500.00	11/4	11/4	0		SUN	0
PROGRAM : NOON NEWS SUN												
28	S		500P-530P	30		\$2,000.00	10/30	11/2	1		TU-F	1
PROGRAM : EYEWITNESS NEWS												
30	S		530P-600P	30		\$2,000.00	10/30	11/2	1		TU-F	1
PROGRAM : EYEWITNESS NEWS												
32	S		600P-700P	30		\$2,600.00	10/30	11/2	0		TU-F	0
PROGRAM : EYEWITNESS NEWS												
56	S		900P-1000P	30		\$5,750.00	11/4	11/4	0		SUN	0
PROGRAM : REVENGE												
ORD COM1: PRGM CHANGE: REVENGE												
THIS IS A MAKE-GOOD FOR NOV4 ON LINE-45 FOR 1 SPOT/WK												
59	A		500A-900A	30		\$1,000.00	11/4	11/4	1		SUN	1
PROGRAM : NEWS												
ORD COM1: NEWS												
STATION MAKEGOOD OFFERS:												
M6	OK'D		MISSED: BONUS				NOV4		30S	\$1,000.00	(OCT30/12)	
			OFFER: SUN/500A-900A								PLS ADVISE.	
			CMT: NEWS									
M7	OK'D		MISSED: TU-F/700A-900A				OCT31(4/WK)		30S	\$1,750.00	(OCT30/12)	
		BUY#7	SUN/1200N-1230P				NOV4		30S	\$500.00		
		BUY#25	TU-F/500P-530P				OCT31(3/WK)		30S	\$2,000.00		
		BUY#28	TU-F/530P-600P				NOV2(2/WK)		30S	\$2,000.00		
		BUY#30	OFFER: TUE/500A-530A				NOV6		30S	\$1,000.00	PLS ADVISE.	
			& MON/600A-700A				NOV5		30S	\$2,750.00		
			& TUE/600A-700A				NOV6		30S	\$2,750.00		
			& SAT/830P-1130P				NOV3		30S	\$1,000.00		
CMT: WE CAN OFFER												

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
:	LINE#	:	:	:	:	:	DATE	DATE	:	:	:	:

STATION MAKEGOOD OFFERS:												
M8	OK'D	BUY#7	MISSED: TU-F/700A-900A				NOV1		30S	\$1,750.00	(OCT30/12)	
		BUY#19	TU-F/1200N-100P				NOV1		30S	\$750.00		
		BUY#30	TU-F/530P-600P				OCT31		30S	\$2,000.00		
		BUY#32	TU-F/600P-700P				OCT31		30S	\$2,600.00		
		BUY#56	SUN/900P-1000P				NOV4		30S	\$5,750.00		
			OFFER: SAT/1130P-1205A				NOV3		30S	\$2,500.00	PLS ADVISE.	
			& SUN/600P-700P				NOV4 (2/WK)		30S	\$3,750.00		
			& SUN/500A-600A				NOV4		30S	\$850.00		
			& SUN/600A-900A				NOV4		30S	\$2,000.00		
			CMT: WE CAN OFFER									
NOV/12										CONTRACT TOTAL		159425.00
										TOTAL SPOTS		120

MARKET TOTALS \$880,661 WFTV 34% WKMG 21% WESH 28% WOFL 12% WKCF 1% WRBW 2% CABL 0%  
WOPX 0% WRDQ 2% EFTV 0%

SVC- NSI  
DEMOS- RA35+\*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME  
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS \*-MULTIPLE